

Message Text

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PAGE 01 TEHRAN 05183 040853Z

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ACTION NEA-10

INFO OCT-01 AF-06 ISO-00 EB-07 /024 W

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R 040640Z JUN 75

FM AMEMBASSY TEHRAN

TO USDOC WASHDC

INFO SECSTATE WASHDC 1795

AMEMBASSY KINSHASA

USIA WASHDC

UNCLAS TEHRAN 5183

E.O. 11652: N/A

TAGS: BEXP

SUBJECT: USE OF CENTERPIECE, COMMERCIAL PRESENCE FAIRS

REF: STATE 126232

1. POST NOT ENTIRELY CLEAR ITS OBLIGATIONS RE TRANSPORTING EXHIBIT FROM KINSHASA TO TEHRAN FOR USE AT TEHRAN INTERNATIONAL TRADE FAIR. APPARENTLY WE ARE RESPONSIBLE FOR KINSHASH-TEHRAN AIR FREIGHT SHIPMENT AND TEHRAN-VIENNA SURFACE SHIPMENT UNLESS OTHER CPF PICKS UP EXHIBIT IN WHICH CASE TEHRAN OBLIGATED KINSHASH-TEHRAN PORTION ONLY. PLEASE ADVISE IF THIS CORRECT AND IF OTHER CPF INTENDS USE EXHIBIT, THUS RELIEVING TEHRAN SOME FREIGHT COSTS.

2. BASE REFTEL, COST ESTIMATE FOR USE EXHIBIT AS FOLLOWS:

USER FEE	\$ 5,000
AIR FREIGHT FOMR KINSHASA	12,707
LOCAL HANDLING/SET UP	1,000
ADAPTATION OF EXHIBIT, INCLU- DING TRANSLATION(USIS TO DE- FRAY EXPENDITURE)	1,000
STAFF AND AV TECHNICIAL	2,500
DISMANTLING	500
SURFACE SHIPMENT VIENNA(INCLU- DES CRATING/LOCAL HANDLING)	3,000

TOTAL \$25,707

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THIS FIGURE REPRESENTS ONE-THIRD OF ANTICIPATED REVENUES, WHICH CONSIDERABLY HIGHER THAN PREVIOUS ESTIMATES. MAXIMUM POST CAN PAY FOR EXHIBIT IS \$17,200, WHICH WOULD COVER ONE-WAY TRANSPORT FROM KINSHSA, SET UP/DISMANTLING, ADAPTATION AND PERSONNEL (POSSIBLY ONE LESS INDIVIDUAL THAN MENTIONED USIA 12391).

4. WHILE WE BELIEVE USE "BUILDING A NATION" AS PAVILION CENTERPIECE WOULD BE IDEAL, COSTS ENVISIONED PARA 2 ABOVE PROHIBITIVE FOR US, AND UNLESS POST CAN BE RELIEVED OF USER FEE AND ONWARD SHIPMENT OBLIGATION, WE MUST CANCEL CENTERPIECE AND DEVELOP ALTERNATE ARRANGEMENT.

5. ACTION REQUESTED: PLEASE ADVISE BY JUNE 10 WHETHER REDUCTIONS POSED PARAS 3 AND 4 ARE POSSIBLE. IF POST OBLIGATION WILL EXCEED \$17,200, WE MUST CANCEL USIA CENTERPIECE.
HELMS

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